

China CITIC Bank 2010 Interim Results Announcement (PRC GAAP)

August 2010



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Operational Management for the First Half of 2010

Operational Management for the First Half of 2010 – Major Items Overview

Unit: RMB 100mn

Major Items Overview

Rapidly Growing Deposits & Well-managed Loans

Item	Balance	YTD Variance	Growth Rate	YoY Variance
Total Assets	18,236	1,465	8.7%	-671
The Deposits of the Bank	15,316	2,725	21.6%	424
Corporate Deposits	12,863	2,369	22.6%	296
Personal Deposits	2,453	356	17.0%	129
Total Loans	11,169	1,164	11.6%	-2,074
Corporate General Loans	8,975	1,239	16.0%	-446
Discounted Bills	442	-491	-52.6%	-1,942
Personal Loans	1,752	416	31.1%	313

Assets of Continuous High Quality

Item	Balance	YTD Variance	Growth Rate
NPL Balance	84.86	-5.23	-5.81%
NPL Ratio	0.76%	Decrease by 0.14%	
Provision Coverage Ratio	187.77%	Increase by 25.49%	

Significant Increase in Profit

Item	Amount	YoY Variance	YoY Growth Rate
Net Profit	102.84	32.49	46.18%
Net Interest Income	214.73	64.63	43.06%
Net Non-interest Income	26.09	5.31	25.55%
Net Fee and Commission Income	22.36	5.80	35.02%
Cost-income Ratio	29.56%	Decrease by 1.21%	

Operational Management for the First Half of 2010 – Six Highlights

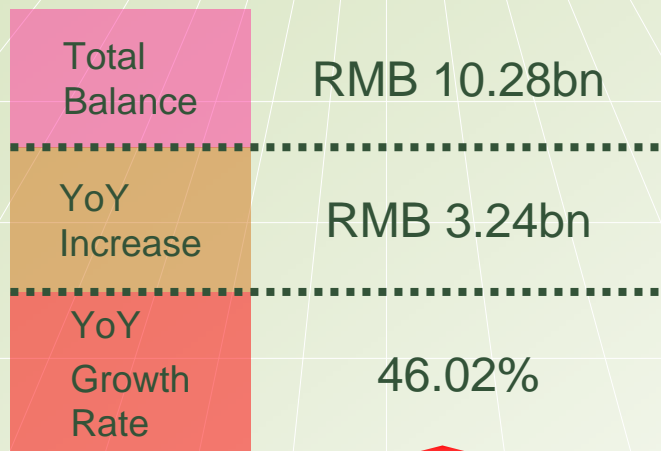
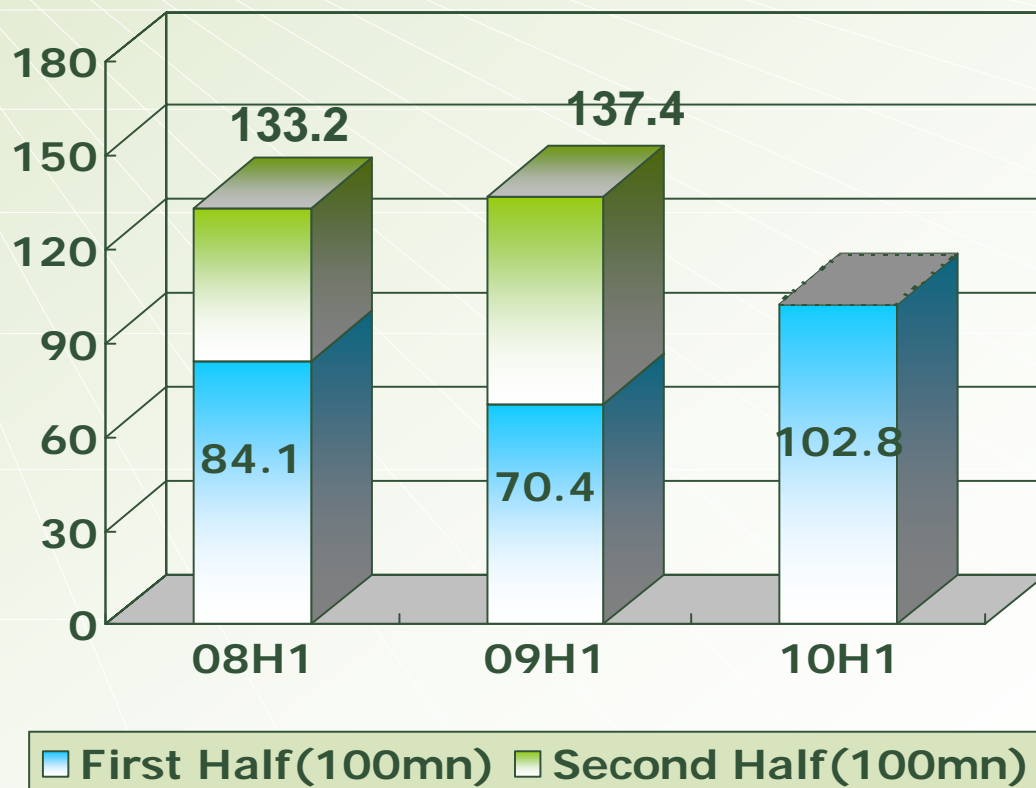


Operational Management for the First Half of 2010 – Six Highlights

1. Excellent Operation

----Increase In Net Profit

Net Profit for the Past 3 Years



**RMB 10bn
Milestone Reached**

Operational Management for the First Half of 2010 – Six Highlights

1. Excellent Operation

---Increase in Size

The Bank Deposits reached
RMB 1.53 trillion

Increase by RMB 272.5bn

Up by 21.6%

Total Assets broke through
RMB 1.8 trillion

Increase by RMB 146.5bn YTD

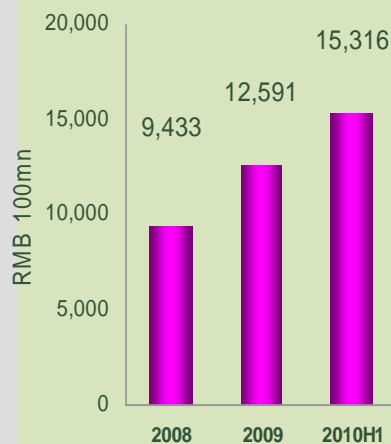
Up by 8.7%

Loans broke through RMB 1.1
trillion

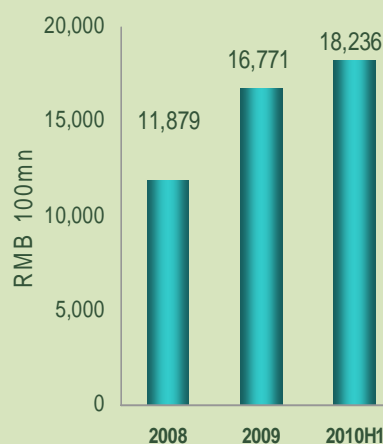
Increase by RMB 116.4bn

Up by 11.6%

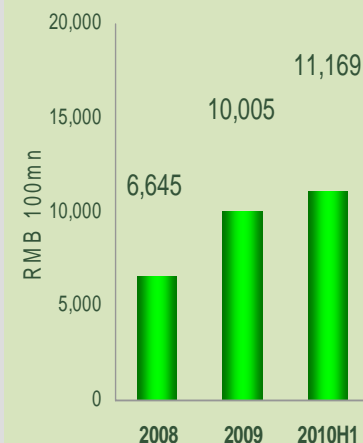
Deposits of the Bank



Total Assets



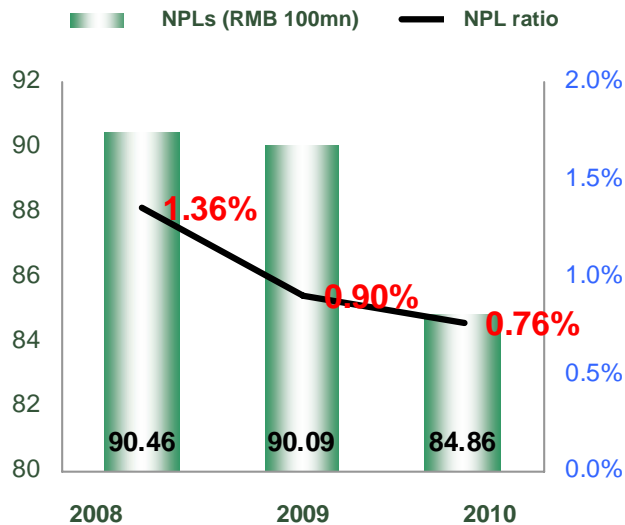
Loans



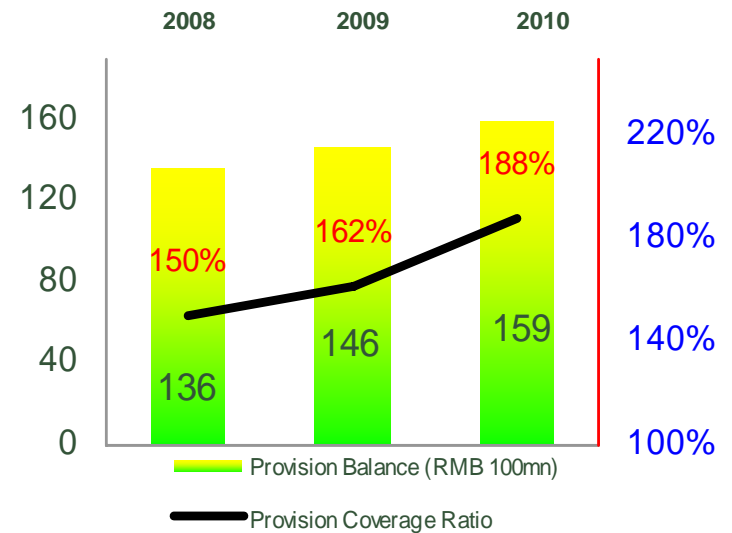
1. Excellent Operation

---Excellent Asset Quality

NPL & NPL ratio



Provision and Provision Coverage Ratio

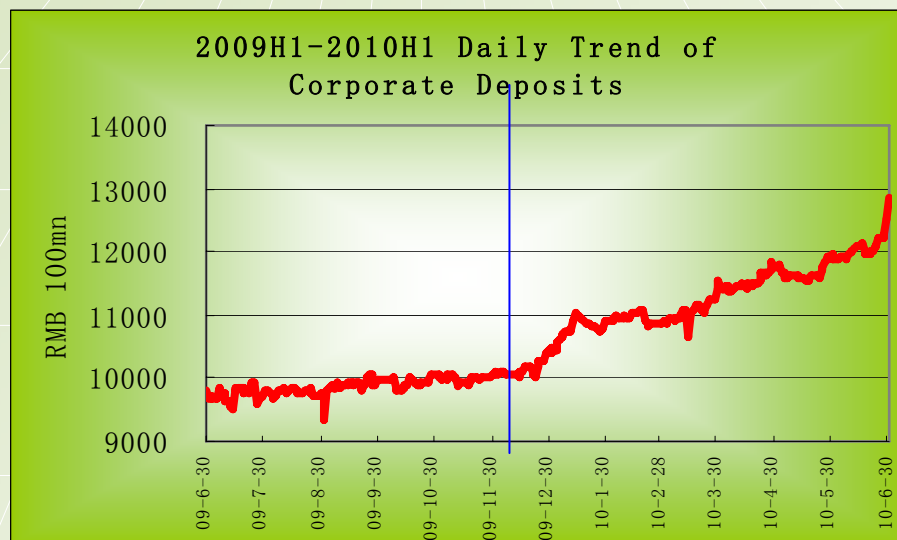


2. New Progress in Restructure

----Rapid Growth in Deposits, Decrease in Loan-to-Deposit Ratio

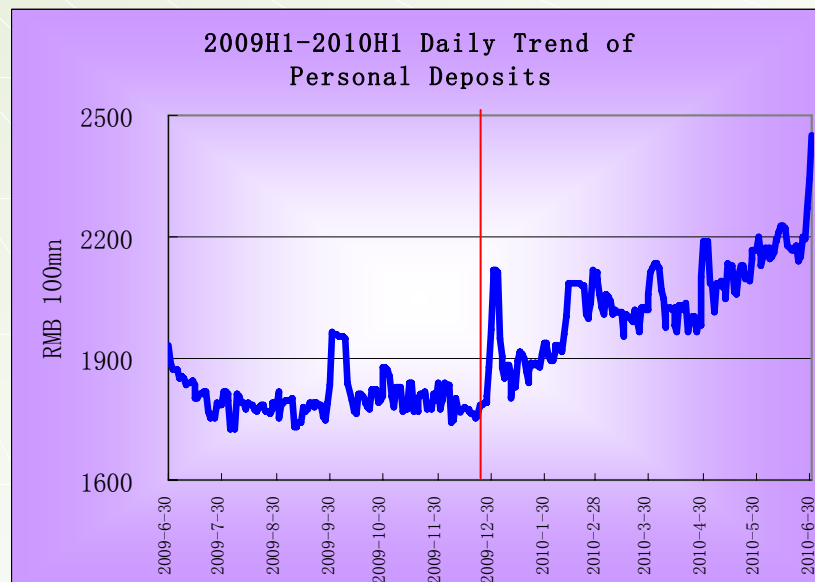
Corporate Deposits

Balance of corporate deposits was RMB 1286.3bn;
increase by RMB 236.9bn YTD, RMB 29.6bn and 22.6% YoY.



Personal Deposits

Balance of personal deposits was RMB 245.3bn;
increase by RMB 35.6bn YTD, RMB 12.9bn and 17% YoY.



Loan-to-deposit Ratio Fell Below 75%

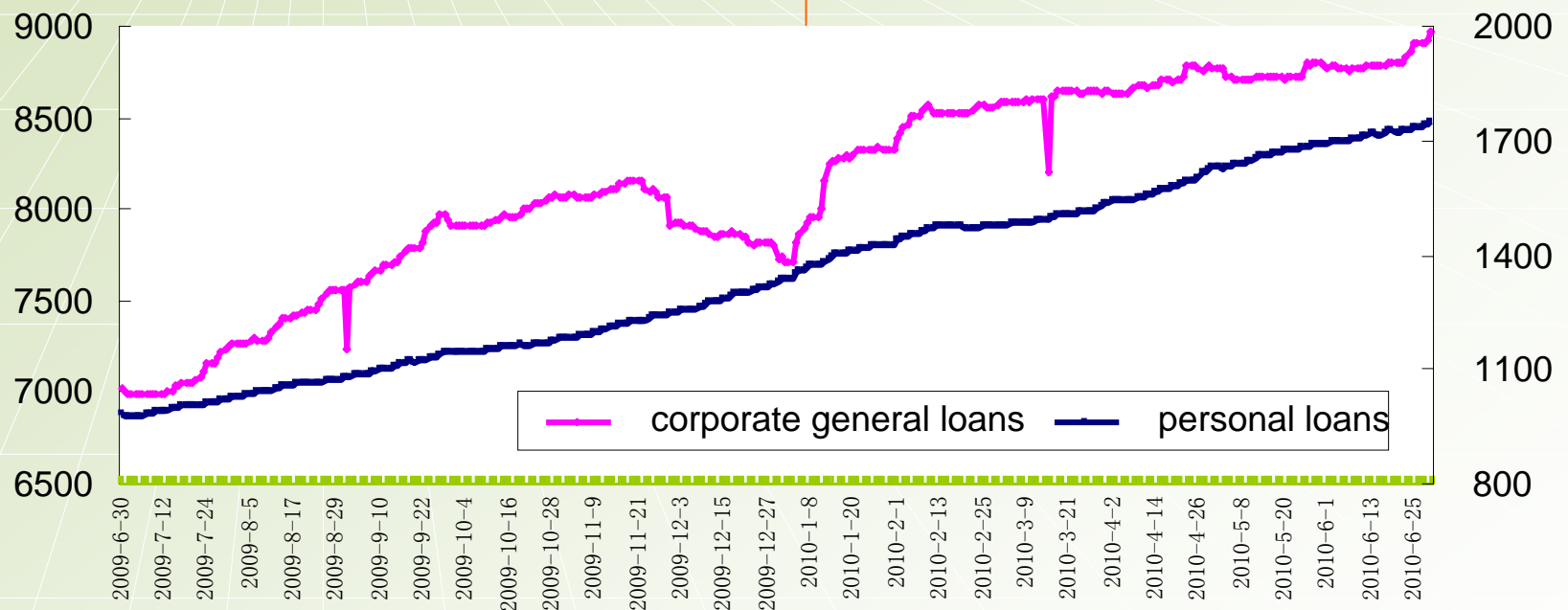
- RMB Loan-to-deposit Ratio: 72.0% , down 7.93% YTD.
- RMB Equivalent Loan-to-deposit Ratio: 72.6% , down 7.02% YTD.

2. New Progress in Restructure

----Rapid Growth in General Loans

2009H1-2010H1 Daily Trend of Corporate General Loans and Personal Loans

Unit: RMB 100mn



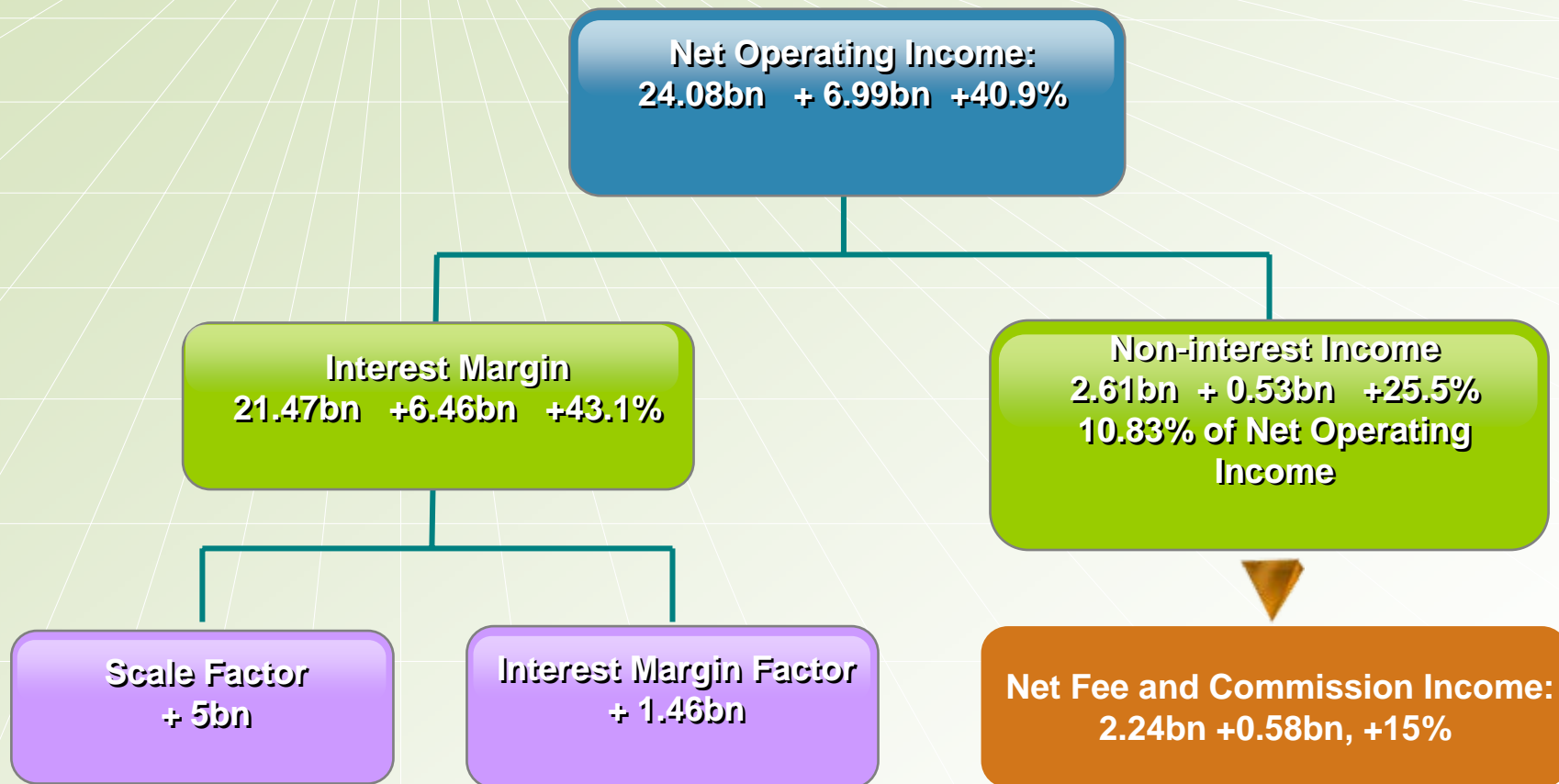
▪ **Steady growth of corporate general loans:** the balance was RMB 897.5bn, increased by RMB 123.9bn and 16.02% YTD.

▪ **Rapid growth of personal loans:** the balance was RMB 175.2bn, increased by RMB 41.6bn YTD, RMB 31.3bn and 31.1% YoY.



2. New Progress in Restructure

----Rapid Growth in Non-interest Income

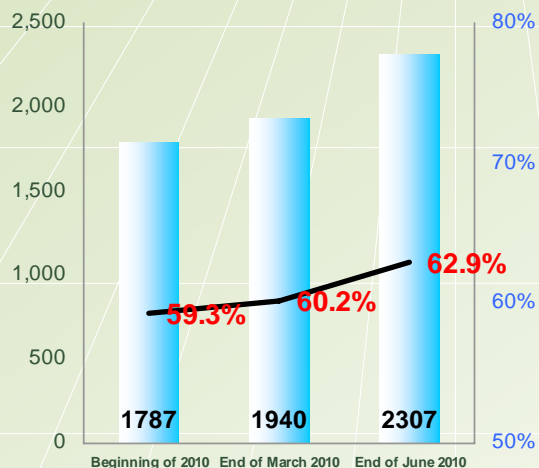


Operational Management for the First Half of 2010 – Six Highlights

2. New Progress in Restructure

----Continuously Increasing Contribution from High-end Clients

The proportion of the AUM (Assets Under Management) from VIP customers in the total retail AUM increased by 3.6%.



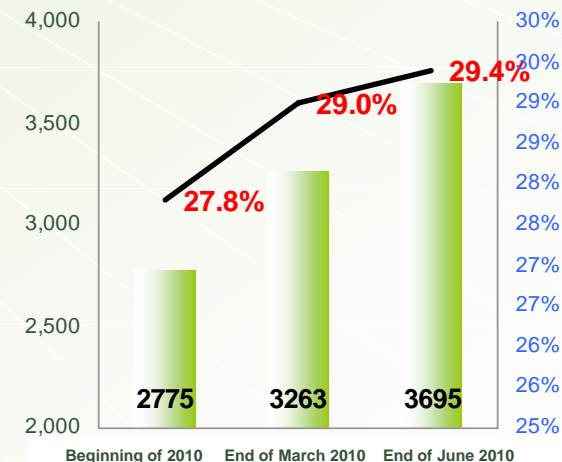
Balance (100mn)

Proportion

Constant Increase in the Proportion of Strategic Corporate Clients

	1H2010	YTD Variance
The proportion of deposits from strategic customers in total corporate deposits	42.3%	+0.9%
The proportion of loans to strategic customers in total corporate loans	47.9%	+0.8%

The balance of deposits from institutional clients increased by 1.6% YTD.



Beginning of 2010 End of March 2010 End of June 2010

Balance (100mn)

Proportion

Continuously Increasing Contribution From High-end Clients

Dramatic Increase In Retail VIP Customers

	1H2010	YTD
VIP Customers	146,058	Increased by 25,000
New VIP customers	Doubled that of last year	

Operational Management for the First Half of 2010 – Six Highlights

3. Enhanced Marketing

----Accelerating Development of Emerging Businesses

Credit Card

Number Issued	The total number of issued credit cards exceed 10mn	
Profit before tax	335mn	Beyond previous year

SME

Specialized Branch	Increased by 10	Increase from 4 at the beginning of the year to 14
Number of giving-credit customers	9575	Increase by 1730
Loans	69.6bn	Increase by 12.9bn, +23%

Investment Banking

Syndicated loan	Contracted amount of 22.5bn	Rank 2 nd , up from 4 th in Mainland China
Bonds Underwritten and Sold	20.7bn	+67% YoY

SME

Auto Finance

Cooperative dealer	2287	Increase by 409, +22%
Inventory financing balance	106bn	Doubled from previous year, far beyond the peer average

Investment Banking

Auto Finance

Private Banking

Custody Service

Private Banking

Number of Diamond Card Holders	1049	556 new customers, +113%
AUM of Private Banking	13.6bn	Increase by 5.7bn, +72%

Custody Service

Scale	171.3bn	Increase by 59.2bn, +53%
custody fee	78mn	Increase by 61.6%

Operational Management for the First Half of 2010 – Six Highlights

4. Strengthened Risk Management & Internal Control

Risk Management

- Focus on improving the management in authorization, planning and evaluation of capital market business
- Strengthen market risk control and related monitoring mechanism
- Further improve market risk management mechanism

Market Risk Management

- Improve the liquidity management system and dynamically adjust the management strategies
- Further enhance the efficiency of RMB operation of the bank
- Exert effective measures to mitigate the liquidity risk of foreign currency

Liquidity Risk Management

Credit Risk Management

- Promptly introduced credit policies and specified its direction of loans in advance
- Exerted strict control over the issuance of loans to the major “two high” sectors
- Withdrew RMB 2.7bn loans from the government financing platform with high risk
- Collection of cash exceeded RMB 1 billion

4. Strengthened Risk Management & Internal Control



◆ Carry out risk-oriented auditing

Executed 350 auditing projects, covering all major business segments, including corporate, retail, person wealth management, internet banking etc.

◆ Strengthen all-around risk prevention

Carried out “Internal Control and Risk Prevention Year”, drew up the policy of “Outline of the Implementation for Risk Prevention in 2010”, detailed the responsibilities of the operational risk

◆ Improve the compliance and operational risk management

Issued “Management Rules on Compliance Examination”, strengthened the responsibility and standardized the procedures for new products, segments and policies. Drew up “Operational Risks Management Policies” to specify the responsibilities and procedures of risk management

5. Further-improved Management

Fully implementation of FTP management, steadily advance pilot program of management accounting:

Improve the FTP pricing mechanism, guarantee its stable operation: choose 6 branches and three majors lines for the pilot program of management accounting, and refine the management accordingly

1

5

Strengthen the accounting and operating settlements:

The centralized system for corporate settlement has been put into operation; finished the construction of accounting monitoring system; Strengthened the capability of financial settlement system for the World Expo

4

Accelerate the implementation of the operating system and infrastructure:

Conducted a total number of 197 projects so far and another 100 projects in the pipeline.

2

3

Expansion of new branches:

Opened 8 branches including Urumqi and 32 sub-branches with a total of 647 branches

Strengthen capital management:

Restructure of risk assets and the issuance 16.5bn subordinate debt ensure the capital adequacy ratio and core capital adequacy ratio in line with the requirements

6. Well-maintained Reputation



Among the top of the small and medium sized joint stock commercial banks evaluated by the regulatory agencies

The market rating of the bank is increasing steadily, and many institutions recommended to buy or to increase the holdings of the Bank

Ranked 67th in the “Top 1000 World Banks” by Tier-1 capital, Ranked 1st among China’s small and medium-sized joint-stock commercial banks by Tier-1 capital

Ranked 72nd up from 94th by total assets in the global banking market, ranked 7th in domestic market

Ranked 22nd among “2010 Top 50 Best Chinese Brands”, with a brand value of RMB 5.17bn

Operational Management for the First Half of 2010

— Globalization Strategy

Successfully renamed CITIC Bank International which will help the Bank strengthen its strategy development and synergy effect

Major financial indicators of China CITIC Bank and CITIC International Financial Holdings Limited

Unit: RMB 100mn

	CITIC Group		China CITIC Bank		CITIC International Financial Holdings Limited	
	1H2010	YTD Variance/YoY	1H2010	YTD Variance/YoY	1H2010	YTD Variance/YoY
Scale Indicators						
Total assets	19,402	1,652	18,236	1,465	1,272	189
Total loans and advances to customers	11,928	1,272	11,169	1,164	753	108
Total liabilities	18,259	1,579	17,140	1,395	1,128	187
Total deposits from customers	16,293	2,874	15,316	2,725	978	148
Net asset value per share attributable to shareholders (RMB)	2.82	0.19	2.81	0.18	NA	NA
Operating Performance						
Operating income	255.05	71.95	240.82	69.94	13.66	1.61
Net profit attributable to shareholders	106.85	33.34	102.84	32.49	5.18	0.85
Basic/diluted EPS (RMB)	0.27	0.08	0.26	0.08	NA	NA
Assets quality Indicators						
NPL Ratio	0.81%	-0.14%	0.76%	-0.14%	1.62%	-0.16%
Provision coverage ratio	169.92%	+20.56%	187.77%	+25.49%	45.69%	-2.18%



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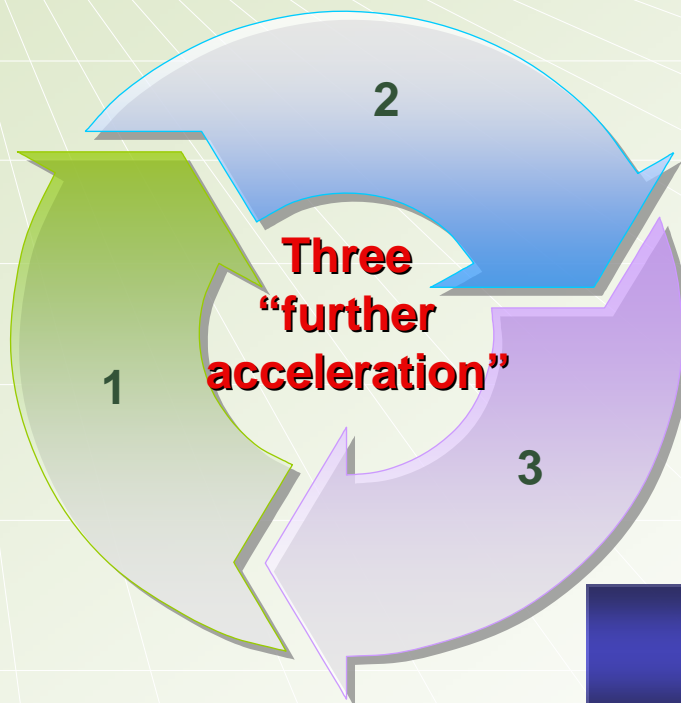
Operations Strategy for the Second Half of 2010

Operations Strategy for the Second Half of 2010 – Management Measures



Further improved
management


Further speed up
the restructure



Accelerate the
development

Operations Strategy for the Second Half of 2010

— Management Measures



**Further speed
up the
restructure**

- **Balance sheet structure:** accelerate the liability business operation, strengthen the structural adjustment and enhance the cost control
- **The loan and client structure:** help accelerate the change of capital structure, improve the bargaining power of loans, the capital efficiency and the contribution from high-end clients
- **The risk asset structure:** effectively control off-balance-sheet risk assets to support the high-yield loan issuance
- **The revenue structure:** continuously increase non-interest income, cultivate core competitiveness of intermediate business products

Operations Strategy for the Second Half of 2010

— Management Measures



**Further
improved
management**

- **Improve the refined management**
- **Improve the risk management and internal control**
- **Enhance customer relationship management**
- **Promote the efficiency of line management**
- **Enhance scientific basis for management**

Operations Strategy for the Second Half of 2010

— Management Measures



**Accelerate the
development**

- **Ensure the capital adequacy ratio, loan-to-deposit ratio and credit issuance to meet the requirements**
- **Strengthen strategic client marketing and development in high-end customers**
- **Strengthen the professional marketing system**
- **Improve the product system**
- **Ensure to meet the planned targets of the year and try to outperform the market**

Thank You !



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